

8/22/07

Procurement Deep Dive
Mental Health Systems

Orv Coonce	MHS, Inc
Diana Francis	HHSA/ACSD
Rosa Ana Lozada	Harmonium
Carrie Hoff	HHSA/ACS
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Doug Perkins	SANDAN
Holly Younghans	Episcopal Community Services

RFPs

Can RFPs address multiple regions? Allow for a single RFP to explain administrative systems across the board and have a budget or budgets by region or group of regions.

RFPs with flat funding cause an offerer to absorb costs in later years. Budgets should increase annually to reflect rising costs in doing business. An offerer who proposes decreasing units of services to allow for personnel or rent increases may not be viewed as favorably by an SSC.

Could SSCs be educated during their orientation by someone who has come from the provider side of the equation for some “real world” budget discussion? Perhaps SSC Technical Assistance person would have this kind of provider experience to explain some business basics.

ACS may invite providers to a panel discussion with the Contract Threading Group to dialogue on costs of hiring specialized/licensed staff, timelines and costs associated with securing a site.

Some programs expect some outside funding to complete the service delivery system – projections may not be realized by the contractor. Federal applications require a sustainability plan.

RFPs should identify start-up funding and expected timelines to put services in place. Locating a site and hiring personnel could take up to 3 months. Could BuyNet be used to share updated timelines with offerors?

Could RFPs make it clear when a start date is firm and when there is some room to get the best people in place?

Evaluation criteria could be published with the submittal requirements – what will be weighted as a higher priority? Where should an offerer provide the most detail?

Can proposals be submitted electronically? (see grants.gov)

Oral presentations

Don't specify program manager must be present – they may not have been hired yet.

Have more in-depth questions regarding start-up – how will it be achieved? Require a permanent staff member to attend rather than a consultant.

Industry days

Focus on client needs. Who is the client?

Have demographics changed?

How have client needs or environment changed over the last 3-5 years?

Have County staff explain how outcomes are developed – how was percentage set?

If outcomes have maxed out, move to another outcome measure – concentrate on another area.

Give a 10 workday window between publishing Q&A and close date of RFP.

Next meeting:

Thursday, September 20, 8:30 a.m. – 11:00

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